

FSC-76-B

ROU Brief - 4/30/97

For AVP/RSM/RBM/ROM/DM/RM/KAM/AM/AE/MC/PC/PRC/SC

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DISTRIBUTE TO ALL FULL-TIME FIELD SALES PERSONNEL

Company Vehicles

(Contact: Jan Faries, ext. #3044)

- Traffic crashes are the number one cause of death and injury in the workplace.
- Safe Driving Tips to save your life
 - 1) Drive Courteously.
 - 2) Always Wear Your Seatbelt.
 - 3) Don't Impair Your Driving With Drugs or Alcohol.
 - 4) Don't Disconnect Your Airbag; put Kids and Small Adults in the Back.
 - 5) Give Trucks Plenty of Space.
 - 6) Use Safety Seats with Young Children.
 - 7) Don't Speed.
- Practice Safe Driving --- You Can Make a Difference!

DORAL Channel Strips

(Contact: Sharon Reid, ext. #2584)

- Each SKU of DORAL Channel Strip #523751 and DORAL Extended Channel Strip #523760 contains 1 sheet of 3 perforated channel strips w/3 different messages.
- Items currently on back order.

Sales Rep Supply Update

(Contact: Linda Haynes, ext. #2234)

- Discontinued:
 - Item #450754-Attaché Case Poquet Insert
- Available through Sales/Marketing Human Resources - E. Toulon (ext. #6316)
 - Item # 026781-PSS Prewrite Book
 - Item # 015529-PSS III Trainee Kit
 - Item # 173109-Prof. Sales Negotiation Participation Kit
 - Item # 204008-Prof. Sales Negotiation Prewrite Form 205
 - Item # 482690-10 Commandments of Anti Trust
- Available through Trade Marketing/ Merchandising - Rich Pettorini (ext. #1052)
 - Item #517094-Cigarette Outlet Brochure

Second and Third Quarter SME POS Kit, Item Numbers

(Contact: Floyd Cook, ext. #3466)

- Second quarter Cup POS Kit, Item #526685 (Races 5/17-6/22)
- Second quarter Drag POS Kit, Item #526721 (Races 5/17-6/28)
- Third Quarter Cup POS Kit, Item #530765 (Races 7/5-9/28)
- Third Quarter Drag POS Kit, Item #530801 (Races 7/19-9/27)

Obsolete Coupon Returns-Address Change

(Contact: Bill Brown, ext. #3324)

- Effective immediately, new shipping address for coupon return is:

RJRT C/O GATX Logistics
916 Baltimore Road
Advance, NC 27006-7819
Attention: Katie Young

Sales Materials Warehouse Consolidation-Update

(Contacts: Bill Brown, ext. #3324/
Marty Haynes, ext. #2562)

- Warehouse consolidation to Davie County completed April 1, 1997.
 - While some shipments were delayed during the past six weeks, all outbound shipments are now up-to-date.
 - Although physically shipped, some orders remain "unconfirmed" in SMS due to system problems. We will continue to manually update these until all system issues are resolved.

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